



# County of Fairfax, Virginia

## ADDENDUM

DATE: August 1, 2019

### ADDENDUM NO. 3

TO: ALL PROSPECTIVE OFFERORS

REFERENCE: RFP2000002845

TITLE: Solar Power Purchase Agreement Services

DUE DATE/TIME: **August 29, 2019 at 2:00 P.M. (REVISED)**

The referenced Request for Proposal is amended as follows:

1. The time and date set for receipt of proposals is extended to **August 29, 2019 at 2:00 P.M.**
2. The last date to submit questions regarding this RFP is August 21, 2019.
3. A link to Fairfax Entities' utility bills and available roof information can be found on the Fairfax County Current Solicitations page <https://www.fairfaxcounty.gov/solicitation/> in the description following the RFP.

Refer to ATTACHMENT 1 of this Addendum for the **REVISED** responses to the following questions which were originally answered in Addendum 1: 9, 13, 14, 15, 16, 17, 19, 21, 23, 24, 25, 27, 28, 29, 30, 31, 32, 33, 35, 36, 37, 38, 39.

Refer to ATTACHMENT 2 of this Addendum for the answers to questions received following the release of Addendum 2 on July 11, 2019.

All other terms and conditions remain the same.

Note: Addendum 4 will be published in the near future and will contain significant revisions to the RFP along with the PPA and sample Lease Agreements.

Patricia S. Wilkerson  
Contract Analyst III

**THIS ADDENDUM IS ACKNOWLEDGED AND IS CONSIDERED A PART OF THE SUBJECT REQUEST FOR PROPOSAL:**

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Name of Firm

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(Signature)

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(Date)

**A SIGNED COPY OF THIS ADDENDUM MUST BE INCLUDED IN THE TECHNICAL PROPOSAL OR RETURNED PRIOR TO DATE/TIME OF CLOSING.**

**Note: SIGNATURE ON THIS ADDENDUM DOES NOT SUBSTITUTE FOR YOUR SIGNATURE ON THE ORIGINAL PROPOSAL DOCUMENT. THE ORIGINAL PROPOSAL DOCUMENT MUST BE SIGNED.**

ATTACHMENT 1

**REVISED Responses from Addendum 1 (dated June 21, 2019)**  
**for the Fairfax County Government for RFP #2000002845**

- Q9. If the roof conditions are inadequate to install solar – either structurally or age-related conditions – should the cost of roof replacement be included in the PPA or will Fairfax carry these costs as a separate expense?
- A9. The County is not expecting contractors to make any roof repairs or replacements. The Offeror should assume that all roofs are in adequate condition and are structurally capable of supporting a Solar PV installation. Once awarded, the contractor(s) will work with Fairfax Entity regarding any structural or age-related conditions.
- Q13. After reviewing the energy usage data provided on the Fairfax County and Schools websites, we still need access to Dominion tariff detail for each site. Can the county provide a copy of each Tariff (if more than one) and any contracts that have been negotiated between the county and the utility provider?
- A13. The contract under which Dominion Energy Virginia provides electricity service to VEPGA members, including amendments, is available at <http://vepga.org/contract-materials/>. VEPGA members do not take service from Dominion pursuant to tariff.
- Q14. Can the county provide contact info for the structural engineers for each facility to understand roof load characteristics for each site?
- A14. Offerors are not expected to provide any roof repairs or replacements.
- Q15. Will re-roof + solar options be considered for roof structures at sites identified in the RFP with less than 10 years of remaining warranty?
- A15. Offerors are not expected to provide any roof repairs or replacements.
- Q16. The RFP states 130 buildings are in scope for phase 1; only 117 are identified in the RFP?
- A16. Phase 1 to include the **116** facilities listed on RFP.
- Q17. Can the county provide roof manufacturers for each roof? A copy of the warranties would be the best option.
- A17. The county will provide **to contract awardees** copies roof warranties where they are available.
- Q19. Is the vendor expected to model out all of the proposed projects for review?
- A19. Fairfax County is not expecting that an offeror will provide modeling results as part of its proposal. The offeror, however, is encouraged to **do** the analysis and research it deems necessary to develop its pricing.

ATTACHMENT 1

Q21. Is the GIS map loaded yet for the PHASE II projects?

A21. No, the PHASE II locations will be added as a separate map as soon as available

Q23. What's the format for proposal submission with regard to the sites which the vendor determines are not feasible? How do we note this in the proposal? So, we come down to one number from a macro analysis and submit that?

A23. Fairfax County is interested in receiving bulk pricing broken down by bundle and also by type of acceptable solar installation, were applicable. Determinations regarding feasibility will be made after award in consultation with building owners.

**There is no Q 24.**

Q25. Are All facilities under the same tariff with Dominion?

A25. No. All facilities obtain electricity services from Dominion pursuant to the VEPGA contract, but each chooses its own rate schedule. The contract under which Dominion provides electricity services to VEPGA members, including amendments, is available at <http://vepga.org/contract-materials/>.

Q26. Can we have different pricing for each bundle?

A26. The Phase I Master List of Facilities shows which of the three types of solar installation that a Fairfax Entity will accept: building roof mount, parking lot roof mount/canopy, and parking garage mount/canopy. Fairfax County expects that for each bundle, Offerors will provide different Phase I pricing for each of the acceptable types of solar installation.

Q27. Some government buildings have generator power – should we stay away from secure power or propose battery packs, etc?

A27. The PV system must not impact secure or emergency power operations.

Q28. The RFP indicates a preference for one vendor. There is a severe shortage of trades people nationwide. How do you plan to complete the work on all of these projects with just one contractor? Do you anticipate a multiple award to meet the full needs? Please address how a multiple award will be evaluated.

A28. As stated in Section 1.1 of the RFP, the County has an interest in one large award but also may consider multiple awards when determined in the County's best interest. In the event of multiple awards, the allocation of projects will be addressed at that time.

Q29. Once award is made, will contractor have access to architectural drawings and electrical plans?

A29. County will provide to contract awardees the architectural drawings and electrical plans where available.

Q30. Some of the facilities did not specify which they wanted – a Building Roof Mount vs Parking Lot Mount – are you asking for either or both?

A30. Where the type of acceptable solar installation is not shown in the Phase I Master List of Facilities, the Offeror should provide a bulk price per bundle for rooftop installation.

ATTACHMENT 1

Q31. Are you aware of any facilities that have special access required- such as high security – which will slow down the installation?

A31. While all facilities have security requirements, staff believe that only the elementary school located on Fort Belvoir, a Phase II project, has security or special access requirements above those required for a standard construction project.

Q32. Are there any restrictions on using only domestically manufactured equipment?

A32. No, Fairfax County does not have any **such** restrictions.

Q33. There is an attachment that requires SWAM information about the Offeror. Will you consider a coalition of various companies who submit a single proposal, instead of one large company?

A33. Fairfax County tracks SWAM data, does not require set asides the same way that the Commonwealth of Virginia requires of state agencies. The County will evaluate all proposals that are submitted.

Q35. Are you looking for each company to propose their own PPA?

A35. No, the County will **provide** the PPA. To accept multiple PPAs would significantly increase the time required to compare and evaluate the various proposals.

Q36. On the GIS tool, are property lines shown on the viewer?

A36. Yes, **property lines are shown in** light gray.

Q37. When will Phase II projects be shown?

A37. Phase II projects will be shown on a separate reference map that will be made available as soon as possible in a future RFP Addendum.

Q38. Please advise if the County is willing to consider measures allowable under Virginia law to mitigate risk to investors under paragraph 29 of the RFP, "Termination for Convenience"?

A38. Yes, the County is willing to consider measures allowable under Virginia law to mitigate risk to investors under paragraph 29 of the RFP, "Termination for Convenience".

**The following questions relate to the VEPGA program**

Q39. There is a 50 MW limit stated in the program. Is the program limit expected to be increased to cover 100% of the FCG sites?

A39. Unknown. The 50 MW limit was established by the state law. See Uncodified Chapter 803 of the Acts of Assembly of 2017 and Uncodified Chapter 382 of the Acts of Assembly 2013. A possible change to the limit is a legislative, not VEPGA, matter.

ATTACHMENT 2

**Questions for Fairfax County Government RFP #2000002845**  
**Submitted after July 11, 2019**

- Q1. Can you provide KWH Pricing OR electricity bills for a few of the Phase 1 Sites? We would like to assure that our pricing comes in below current pricing before spending a great deal of time vetting/designing systems, if possible.
- A1. Scanned images of 12 months of electric utility bills for most Phase 1 sites are available on a ShareFile that has been established by the County. The link can be found on the Fairfax County Current Solicitations page <https://www.fairfaxcounty.gov/solicitation/> in the description following the RFP.
- Q2. Is tree removal or trimming an option in the bid? If so, is the property owner removing or should we include that in the PPA?
- A2. The County is not expecting contractors to remove or trim trees. Once awarded, the contractor(s) will work with Fairfax Entities regarding any trees that need to be removed or trimmed.
- Q3. When will the PPA be available for review?
- A3. The PPA will be released as soon as it is available in a future RFP Addendum.
- Q4. Q25 on Attachment 1, Addendum 1 states:  
Q25. Are All facilities under the same tariff with Dominion?  
A25. We are still working to get those values.  
Have you received this information regarding the correct Dominion tariff reflected for each of the facilities?
- A4. Please refer to the revised answer to Q25(see Attachment 1 above)
- Q5. To clarify, our understanding is that each bidder can bid a PPA price for each of the four groups: FCG, FCPS, FCPA, FCRHA. Can a bidder enter a bid for just 1, 2, 3 groups or must we enter a bid for all 4 groups?
- A5. This will be clarified in a future RFP Addendum.